
MISSILE DEFENSE AGENCY



*Small Business
Opportunities*

The Department of Defense has assigned to the Missile Defense Agency (MDA) the responsibility of developing, for fielding, effective military defenses against ballistic missiles. The MDA is responsible to the Under Secretary of Defense for Acquisition and Technology for all aspects of the Ballistic Missile Defense (BMD) Program. The MD Program is a balanced program focusing on the development and deployment of Theater Missile Defense (TMD), developing options for deployment of a National Missile Defense (NMD) capability and, under the MD Advanced Technology Program (ATP), exploring advanced technologies essential for defenses against future threats.

PRINCIPAL AREAS OF OPPORTUNITY

Research, Development, Testing and Evaluation, and Technical Support in the following areas:

- Survivability and Lethality
- Battle Management, Command, Control, and Communications
- Systems Engineering and Integration
- Directed Energy Technology
- Kinetic Energy Technology
- Countermeasures
- Active and Passive Sensor Technology
- Program Management
- Simulation and Modeling
- System Test and Evaluation

OPPORTUNITIES ARE AVAILABLE THROUGH THE FOLLOWING PROGRAMS:

Small Business Set-Asides

Generally, all acquisitions of supplies or services which have an anticipated dollar value that exceeds \$2,500 and not exceeding \$100,000 are reserved exclusively for small business concerns. Additionally, it is generally the policy that any acquisition over \$100,000 will be set aside for small business concerns when there is a reasonable expectation that offers will be obtained from at least two responsible small business concerns and that awards will be made at fair market prices. A “set-aside for small business” is the reserving of an acquisition exclusively for participation by small business concerns. A set-aside of a single acquisition or a class of acquisitions may be total or partial. (For the definition of a small business concern, see Part 19 of the Federal Acquisition Regulation).

Small Business Administration's (SBA's) 8(a) Program

Under the provisions of Section 8(a) of the Small Business Act, the SBA may enter into contracts with MDA and other Government agencies for supplies and services. These requirements are then subcontracted with SBA-approved 8(a) certified small businesses concerns that are socially and economically disadvantaged. Qualified 8(a) firms should make their capabilities known to the Director, Office of Small and Disadvantaged Business Utilization (SADBU) at MDA. Small business firms that are not currently 8(a) certified, but are interested in the 8(a) Program, should contact the nearest SBA office for further guidance. A small business firm that is 8(a) certified may also compete as a prime contractor for BMD requirements, however, the award would not be made under the 8(a) Program.

Small Disadvantaged Businesses & Women-Owned Small Businesses

In keeping with the policy of the Federal government, MDA provides maximum practicable opportunities in its acquisitions to small disadvantaged businesses and women-owned small businesses. In addition to opportunities provided under the SBA's 8(a) Program to qualified businesses, small disadvantaged businesses and women-owned small businesses may compete as prime contractors for BMD requirements. Procurement opportunities are also provided to small disadvantaged businesses and women-owned small businesses through the procurement regulations requiring prime contractors to utilize these firms as subcontractors to the maximum extent possible. The government agencies and the prime contractors have established goals for awards to small disadvantaged businesses and women-owned small businesses.

Historically Black Colleges and Universities/ Minority Institutions (HBCU/MIs)

The Department of Defense Federal Acquisition Regulation Supplement, Part 226.7003-1 provides for set-asides to HBCU/MIs. The Missile Defense Agency has a pilot research program set-aside for HBCU/MIs. Additionally, the MDA SADBU Office facilitates interaction between the HBCU/MIs and the MDA Executing Agents, which may lead to greater HBCU/MI participation in BMD requirements.

Small Business Innovation Research (SBIR)

The Missile Defense Agency's SBIR Program is covered in the Department of Defense SBIR Program Solicitation each year. The MDA encourages small businesses with strong research and development capabilities in science or engineering to participate in the SBIR Program. Goals of the SBIR include stimulating technological innovation in the private sector, strengthening the role of small business in meeting DoD research and development needs,

fostering and encouraging participation by minority and disadvantaged firms in technological innovation, and increasing the commercial application of DoD-supported research and development results. Copies of the DoD SBIR Solicitations are available from the DoD SBIR help desk, (800) 382-4634.

Small Business Technology Transfer (STTR)

The Missile Defense Agency’s STTR Program is covered in the Department of Defense STTR Program Solicitation each year. Under this pilot program, awards are made to small business concerns for cooperative research and development, conducted jointly by the small business and a research institution (non-profit institutes, contractor-operated federally funded research and development centers, and universities). The program helps the small companies and researchers at research institutions to commercialize technology, to foster high-tech economic development, and to advance U.S. economic competitiveness. Copies of the DoD STTR solicitations are available from the DoD STTR help desk, (800) 382-4634.

Subcontracting

Most Ballistic Missile Defense (BMD) prime contracts contain special clauses, which require the prime contractors to maximize the use of small businesses, small disadvantaged businesses, women-owned small businesses, and HBCU/MIs as subcontractors. Small business firms and HBCU/MIs are, therefore, encouraged to make their capabilities known to BMD prime contractors. Listings of the MDA and BMD Subcontracting Plan Administrators for the prime contractors are available from the MDA’s Office of Small and Disadvantaged Business Utilization.

Contracting Activities

The Army, Air Force, Navy, Defense Threat Reduction Agency, National Aeronautics and Space Administration, and Department of Energy collectively contract for a large percentage of Ballistic Missile Defense requirements. In addition to MDA’s contracting activity, the above Government components offer BMD contracting opportunities. Points of Contact at the Offices of Small and Disadvantaged Business Utilization who can assist you in finding out more about BMD contracting opportunities are listed at the end of this document.

Mentor-Protege Program

The Mentor-Protege Program is a pilot program, which provides incentives for DoD prime contractors to assist small disadvantaged businesses in enhancing their capabilities and to increase participation of such firms in Government and commercial contracts. For more information on this program, contact the DoD Office of Small and Disadvantaged Business Utilization.

Veteran-Owned Small Businesses & Disabled-Veteran-Owned Small Businesses

Under the provisions of Public Law 106-50, the Veterans Entrepreneurship and Small Business Development Act of 1999, the statute provides for a Government-wide goal for participation by small business concerns owned and controlled by veterans and disabled veterans shall be established at not less than three percent of the total value of all prime contract and subcontract awards for each fiscal year.

Historically Underutilized Business Zone Small Business

The Historically Underutilized Business Zone (HUBZone) Empowerment contracting Program, which is included in the Small Business Reauthorization Act of 1997, provides federal contracting opportunities for qualified small businesses located in distressed areas. Fostering the growth of these federal contractors as viable businesses, for the long term, helps to empower communities, create jobs, and attract private investment. The provisions of the statute set the government contracting goal for HUBZone SBCs initially at one percent of all Federal prime contracts with a gradual increase to three percent by the year 2003.

HOW TO GET STARTED

- Contact the appropriate Small & Disadvantaged Business Utilization Office. For telephone numbers, see the points of contact listed below.
 - Review <http://FedBizOpps.gov>. This publication provides information on contracting opportunities both as a prime contractor and as a subcontractor.
 - Have the name of your firm placed in the MDA Small Business Database. This database contains capabilities of small businesses wishing to do business with MDA. Contact the MDA SADBU Office for an application. Telephone (703) 697-8017.
 - Have your name placed on the DoD SBIR and STTR Mailing Lists. Telephone (800) 382-4634.
 - The Missile Defense Agency Acquisition Reporting Bulletin Board (BARBB) provides a consolidated source of information concerning current and prospective solicitations. The BARBB can be accessed on the Internet at: <http://www.acq.osd.mil/bmdo/barbb/barbb.htm>
 - Access the MDA OSDBU Homepage. The address is: <http://www.acq.osd.mil/bmdo/bmdolink/html/sadbu.html>
-
-

POINTS OF CONTACT AT OFFICES OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

Missile Defense Agency

General Contact Information:

MDA/SADBU

7100 Defense Pentagon

Washington, DC 20301-7100

(703) 553-3400

(703) 271-4342 fax

Web Page: <http://www.acq.osd.mil/bmdo/>

bmdolink/

html/sadbu.html

Mr. Stephen M. Moss

Director

Stephen.Moss@mda.osd.mil

(703) 553-3404

Mr. Ray Lambert

Deputy Director

Ray.Lambert@mda.osd.mil

(703) 553-3403

AIR FORCE

General Contact Information;

Air Force Office of Small and

Disadvantaged Business Utilization

1060 Air Force Pentagon

Washington, DC 20330-1060

(703) 696-1103

(703) 696-1170 fax

Mr. Dale McNabb

Deputy Director

dale.mcnabb@pentagon.af.mil

Mr. Pat Hiller

Assistant Director

pat.hiller@pentagon.af.mil

Dr. Alain Hunter

Minority Institutions Program Manager

huntera@pentagon.af.mil

Ms. Judy Schlott

Small Business Specialist

judy.schlott@pentagon.af.mil

Colonel Eddie Mims, Director

Air Force Outreach Program Office

eddie.mims@brooks.af.mil

NAVY

General Contact Information:

Glenn Delgado, Deputy Director for
Business Development

720 Kennon Street SE Washington Navy
Yard,

Bldg. 36, Room 207

Washington, DC 20374-5079

202/685-6485

202/685-6865 fax

Web Page: www.hq.navy.mil/sadbu

ARMY

General Contact Information:

Ms. Sarah Cross, Deputy Director

106 Army Pentagon, Room 2A712

Washington, DC 20310-0106

703/697-2868

703/697-3898 fax

DEFENSE ADVANCED RESEARCH PROJECTS AGENCY (DARPA)

General Contact Information:

Small Business Support Center

(703) 526-4170

sbir@darpa.mil

DEFENSE THREAT REDUCTION AGENCY

General Contact Information:

Defense Threat Reduction Agency

(703) 767-7889

(703) 767-4691 fax

Mr. David E. Miller

Director

david.miller@dtra.mil

DEFENSE SUPPLY SERVICE - WASHINGTON

General Contact Information:

Defense Supply Service – Washington
Ms. Grace Foster, SADBU
Pentagon Room – 1D245
Washington, DC 20310-5210
(703) 697-6024
(703) 614-7563 fax

DEFENSE INFORMATION SYSTEMS AGENCY (DISA)

General Contact Information:

Defense Information Systems Agency,
SADBU
LTC Stephen Wallace, Director
701 S. Courthouse Road, D04
Room 1108B
Arlington VA 22204-2199
703/607-6436
703/607-4173 fax
Web Page: www.DISA.mil

DEFENCE LOGISTICS AGENCY

General Contact Information:

Defense Logistics Agency, SADBU
Mr. Thomas D. Ray, Director
8725 John J. Kingman Blvd., Suite 2533
Fort Belvoir, VA 22060-6221
703/767-1662
703/767-1670 fax
Web Page: www.dla.mil/db/

DEFENSE CONTRACT MANAGEMENT AGENCY

General Contact Information:

Defense Contract Management Agency
Col. Karen E. Osborn
DCMA_SB
6350 Walker Lane Alexandria, VA 22310
703-428-0786
703-428-3578 fax
Web Page: www.dcmsa.mil

NATIONAL AERONAUTICS & SPACE ADMINISTRATION

General Contact Information:

NASA Headquarters
300 E Street SW
Washington, DC 20546
202-358-2088
(fax) 202-358-3261

DEPARTMENT OF ENERGY

General Contact Information:

Department of Energy
Washington, DC
(202) 586-7377

Brenda Degraffenreid,
Procurement Analyst

Marcia Haynes,
Procurement Analyst

Nickolas Demer,
Procurement Analyst

Myrna Turturro,
Information Management Officer

Linda Reed, Secretary
